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of
COMMERCIAL STANDARDS GROUP, BUREAU OF STANDARDS

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ADDRESS INQUIRIES TO "COMMERCIAL STANDARDS",

ROOM 316 COMMERCE BUILDING,

WASHINGTON, D. C.

1. SIMPLIFICATION IN DISTRIBUTION

Ray M. Hudson, Assistant Director, Commercial Standards.

Distribution, according to the dictionary, means the "physical process of conveying a commodity from the producers to the consumers." In this sense, it is synonymous with "transportation."

The economists give "distribution" a much broader interpretation by adding to physical movement, all the activities, operations, or efforts connected with the "service of supply" to the consumer. In this connection, transportation is but one of many operations.

Analysis of costs of the general service of supply indicate that actual freight charges per unit of sale is but a small part of the total cost of physical movement. The larger part is represented in the effort of getting the goods to the freight car, and getting them away again after the car reaches its destination. This applies in similar manner to water transportation.

Recognition of this larger cost has focussed attention on the opportunities for simplifying and otherwise improving material handling methods, machinery and equipment.

In the early days of rail transportation, it was often necessary, because of the diversity in track gauges, to transfer or unload and re-load goods at junction points. Simplification of that diversity to the present standard gauge, and consequent simplification of coupler heights, and other features of railway equipment marked a great advance in handling goods.

The advent of the "container" car for less-than-carload shipments, of the small tractor and train for use around freight houses, mark further progress in this direction.

Now the "lift-truck and skid platform" method is rapidly coming into vogue. Heretofore this method has been confined chiefly to use within or around single plants. Now shippers are sending goods through to ultimate destination on skid platforms. This practice facilitates handling all along the line of movement from factory to consumer. Goods thus prepared for shipment are loaded into cars, unloaded on to trucks, and finally moved into the customer's stock rooms without breaking bulk, with a minimum of physical effort, and with a great saving in time.

Investigations already completed indicate direct savings ranging from 25% to 90% in cost of packing, handling, loading and unloading. It has been estimated that direct cost of material handling in the United States approximates $3,500,000 annually. Of this $700,000,000 is estimated as the cost of handling goods which can be shipped on skid platforms. It is estimated this cost can probably be cut in half by wider application of this recent step toward simplifying this phase or part of "Distribution."

The Division of Simplified Practice of the Bureau of Standards, and the Transportation, Division of the Bureau of Foreign and Domestic Commerce are jointly cooperating with manufacturers, and distributors, also shippers and carriers interested in this endeavor. A first result of this program is the standardization of clearance heights for skid platforms at 8" and 12", and of minimum clearance between supports at 29".

Further details of this simplification can be secured from Division of Simplified Practice, Commerce Building, 19th and Pennsylvania Avenue, Washington, D. C.

2. TRAFFIC CODE. The American Engineering Standards Committee has just announced the personnel of its sectional committee to prepare a code of street traffic signs, signals and markings. The scope of this project is the standardization of signs, signals and markings used to direct street traffic, including mechanical equipment, nomenclature, color, shape and location, definition of signal locations, types of signals and signal system.

3. TO STANDARDIZE BARS AND SHAFTS. Several new standardization projects have been proposed to the American Engineering Standards Committee, including bars, shafts, studs and gages. The American Society of Mechanical Engineers has become sponsor for these four projects. Comments or requests for information should be sent to the American Engineering Standards Committee, 29 West 39th Street, New York City.

4. FEDERAL SPECIFICATIONS AVAILABLE FOR USE. The Bureau of Standards has issued Circular No. 319, which is an alphabetical list and a numerical list of the U. S. Government Master Specifications, as prepared by the Federal Specifications Board. The circular is complete to January 1, 1928. The circular gives the number of the Federal Specification and the corresponding number of the Bureau of Standards specification, if there is one, on the same subject. For detailed information on the specifications, inquiries should be addressed to the Federal Specifications Board, care of the Bureau of Standards, Washington, D. C.

5. MORE UNIFIED GOVERNMENT. The agencies of the Federal Government have been knit together to a point where their coordinated efforts can be described as a new conception of unity in the administration of Nation's affairs, according to the annual report of the Chief Coordinator, Brigadier General Henry G. Smither, U. S. Army, which has been delivered to the Director of the Bureau of the Budget. General Smither will retire from the army on January 1, 1929, to become associated with a private concern. The office of the Chief Coordinator is completing the seventh year of its existence. During this period it has progressed from an experimental venture in a comparatively new field of endeavor to a stabilized Federal activity with well-defined functions.

In his report General Smither stated that the Inter-departmental Board on Simplified Office Procedure has standardized or proposed for standardization during the year 16 blank forms. As a result of its study for further reducing varieties of sizes and qualities of envelopes secured under the Post Office Department contract, the Board reports that although on Government requirements for the fiscal year 1928 contracts were awarded for 246,458,000 envelopes, as against 241,090,500 envelopes for the previous year, the aggregate cost to the Government will be $17,000 less than for the fiscal year 1927. The adoption of a standard window envelope for check payments, recommended by the Board, resulted in a saving of $20,000. Considerable attention is being given to office supplies, and equipment, uniform leave regulations for civil service employees, both in Washington and in the field and other subjects connected with office procedure.

6. VETERANS ENDORSE SIMPLIFICATION. Work of the Division of Simplified Practice toward elimination of wastes in industry was endorsed by the national convention of the Army and Navy union, held in Washington, D. C., September 4-7, 1928. This is the second oldest organization of veterans of the Army, Navy and Marine corps, in existence in this country, the first being the G. A. R.

7. STANDARDIZED GASOLINE. Gasoline marketed in the United States during the past summer was more volatile than that sold during the summer of 1927, but was less volatile than gasoline marketed in January, 1928, the Bureau of Mines of the U. S. Department of Commerce announced recently. Variations in the volatility of "winter" and "summer" gasoline are tending to diminish with a trend toward a standardized product, it was stated.

8. COOPERATIVE BUYING FOR FARMERS. Between twenty-five and thirty large-scale farmers' cooperative buying associations purchased supplies to the value of $60,000,000 for their patrons numbering more than 250,000 in 1927, according to the Department of Agriculture.

9. WASTE IN HIDES. Investigation is under way designed to formulate a program for the elimination of waste in the production of hides and skins, estimated at $20,000,000 annually in the United States, according to the Bureau of Chemistry and Soils of the Department of Agriculture. The inquiry is being carried on by a working committee, composed of members of the Department of Agriculture and the Department of Commerce, and representatives of the interested industries.

10. REDUCE IDLE STOCK. Elimination of idle merchandise from stocks is advised in a survey of conditions confronting independent retailers just announced by the Department of Commerce, published in booklet form. Education of the sales force, inventories, budgets and other problems are explained in the booklet, which states that independent merchants have greater opportunity than ever before to develop a prosperous business. The title of the booklet is "Analyzing Retail Selling Cost". Another booklet of kindred interest is "Retail Profits Through Stock Control".

11. SIMPLIFY ACCOUNTING. Speaking before the Atlanta, Ga., meeting of the Railway Accounting Officers Association, the President of the Asscciation, Mr. E. H. Kemper, referred to the need of simplification in accounting, pointing out that "railway accounting needs simplification, rather than more complicated or involved methods. The demand is for contraction, rather than expansion in accounting requirements." "Unwieldly and overintricate accounting is suicidal, in that it destroys itself and may even be murderous by sweeping on to destruction of fundamental and controlling principles. Bulk or volume may be impressive in measuring productivity in accounting in the same way that it might be impressive for some one to undertake to count the grains of sand on the shore of a boundless sea; but we would linger long enough to ask, - What's the use? Usefulness is the proper yardstick to apply to accounting. In order to be useful, accounting must reflect the results simply and directly, and must not be merely complex and burdensome. The cold, hard fact must be faced that employees of average intelligence are primarily to be depended upon to carry any accounting system into practical effect. The underlying records must be prepared by average employees if any degree of econony is to be maintained in accounting. Furthermore, if the requirements are too involved, and if accounting is oversystematized, the results will probably be jumbles of figures of doubtful value and use."

12. AERONAUTICAL STANDARDIZATION. No doubt the most vital need of the aeronautical industry today is the commercial standardization of materials and parts. Recognizing this, the S. A. E. Aeronautic Standards Committee, under the chairmanship of the Hon. Edward P. Warner, has initiated a comprehensive program of standardization. At a conference September 11th, held in Los Angeles, jointly by the Society of Automotive Engineers, and the National Air Race Association, the existing specifications, and specifications now being formulated, were considered. The results attained from standardization in the automobile industry were held out as examples of what the aeronautical industry prospects are in this field.

13. GERMANY SIMPLIFIES STEEL SHAPES. Standardization work in the German steel industry is being further extended. The list of ordinary sections for all structural shapes, including beams, tees and channels, is to be revised, reducing the number of standard sizes by about 40 per cent. German mills are cooperating with the Saar and Austrian industries so that the new standards will be widely accepted. The new list is expected to be published at an early date, after which it will be open to general discussion and amendment by the interested mills for a period of three months.

14. PULP VALUE OF EXTRACTED WOOD CHIPS TESTED. Medium-grade pulps, suitable for the production of composition boards and the cheaper grades of kraft or wrapping papers, may be made from extracted wood chips which are by-products of the rosin industry, according to experiments conducted by the forest products laboratory of the Department of Agriculture. Such pulps, however, are unfit for the production of strong first-quality papers, it is said. It has been suggested that the pulp obtained from chips extracted by the present methods may be adaptable for use in certain types of paper or composition-board specialties or in numerous paper products in which the use of high-quality kraft pulp is not necessary but a pulp of medium strength is required.

15. CONSUMERS' CLUB. A club has been formed in New York City, the purpose of which is "to make available to the retail consumer such information as is now available only to the Federal Government, State, and municipal agencies and to large firms which make their purchases under precise quality or performance specifications." The club has distributed among its members lists of articles, named by brand and recommended as representing good value at their price, in the opinion of certain testing agencies and technical experts. Other commodities are also listed by name, together with the reason why recommendation has been withheld; such as, too costly; quality considered; less suitable than competing commodities; misleading advertisement; or because the manufacturer has failed to give good service in replacing or repairing defective goods.

16. AIDS FOR THE INDEPENDENT MERCHANT. "Practical Aids to the Independent Merchant", a 30-page printed pamphlet describing the many services which the Department of Commerce has rendered or can render to the small business man, has just been issued and may be obtained free of charge upon application to the Domestic Commerce Division of the Department of Commerce, Washington, D. C. The Department of Commerce makes available the results of industrial and commercial research which probably none but the largest concerns could attempt for themselves. The nature and scope of these services are described in the booklet.

17. NEW DAY FOR BUSINESS. Modern invention, high wages, and mass production have turned us into a nation of "luxury lovers", and the creation of these luxuries at low cost has developed a universal style-hunger, says Russell E. Gardner, Jr., President of the Gardner Motor Company, in Printers' Ink Weekly in discussing "A New Day For the Smaller Business". Mr. Gardner says that it is this factor of style which is the salvation of the small business. A large-volume producer can not shift easily from one mode to another, whereas, smaller concerns can quickly adopt any new style element. In the matter of finance, the advantage of the big manufacturer is largely mythical. Considering only manufacturing costs, the price per unit does go down as volume increases, but mass production demands a tremendous amount of equipment, which in turn requires tremendous capital. A bright future awaits the small manufacturer who turns out a product that takes immediate advantage of style trends, and who interprets these in his advertising.

18. GERMAN INDUSTRIALISTS SEES AMERICA. That mass production, intensive mechanization, and methodical standardization give American industry its distinctive character, is the opinion of Dr. Tanzler, prominent German industrialist, in the American Industries. According to his article, Dr. Tanzler says "that America is likewise distinctive in the small number of her union laborers. This can be attributed largely to the individualism and independence of the average workman, the fact that labor does not represent a single type, the widespread principle of stock ownership, and the fact that wages and conditions of the open shop are equal to those in the closed shops. The American employer attaches great importance to the study of human relations and to welfare work, and in dealing with his men often reveals amazing psychological insight. Our democratic institutions which allow the humblest laborer to work his way up to the place of highest honor, and our democratic manner of dealing with subordinates can be paraphrased in the statement, "We are all workers", a translation of the socialistic view into sound American ideology."

19. TRADE ASSOCIATION HELPS. In a recent issue of the Monthly Review of Economic Conditions Affecting The Machine Tool Industry, published by the National Machine Tool Builders' Association, O. B. Cheney of the American Exchange Irving Trust Company of New York, states that "a trade association can not solve all the problems of an industry, it can not lift an industry by its bootstraps. If, inside of fighting his competitors, each member of a trade association devoted his time to improving his own business, every trade association in the country would be a success."

20. GOVERNMENT PUBLICATIONS. Catalogs and price lists of publications issued by the several Government departments but grouped and classified according to major subjects may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C. These price lists are the only publications sent free by the Superintendent of Documents. Among these lists, the following may be of special interest to business men, executives and engineers;

Subject	List No.
Census Publications: Statistics for population, agriculture, manufactures and mining	70
Commerce and Manufactures	62
Finance, Banking, Budget accounting	28
Transportation	25

Labor.....33

Forestry.....43
Mines.....53

Standards of Weights and Measures.....64

Government Publications for which subscriptions are taken.....36

Bulletin readers interested in any of the above subjects are urged to write to the Superintendent of Documents for copies of these price lists.

The above lists are handy reference sources for those engaged in statistical and commercial research activities. The Superintendent of Documents has many more lists of this kind but the above are suggested as of specific interest to our Bulletin readers.

21. SCIENTIFIC LEATHER RESEARCH CONDUCTED. During the recent meetings of the American Chemical Society Institute at Northwestern University, a report was made on the possibilities of improved footwear from scientific research in leather. "For the first time in history", the speaker said, "a national committee of chemists is working intensively upon the identification, measurement, and control of all the important properties of leather. These include not only fineness of appearance but temper, resilience, shrinkage, strength, stretch, wearing qualities, resistance to scuffing, washing, and polishing."

22. SIMPLIFIED SELLING. "We Simplified Our Selling" is the theme of a recent article by W. T. Grant, President of the W. T. Grant Company, in Nation's Business. In his article Mr. Grant said that when his stores were first opened, they carried the merchandise that it was expected the people would buy. If they wanted twenty-five varieties of the five-cent comb, these varieties were carried in stock. The stores soon found the fallacy of this way of trying to give economic service. For several years these stores have been following the principles of the simplified practice program of the Department of Commerce, so they simplified the stocks carried by the various stores. As Mr. Grant expresses it, the American people are shrewd buyers and can understand that if the stores carried ten different styles of paring knives, that the stores would have too much money tied up in stock, and could not serve them as well as they could by selecting the best sellers and carrying them at an attractive price.

23. BUSINESS STATISTICS. The Bureau of the Census of the Department of Commerce has recently published a pamphlet. "How To Use Current Business Statistics", which may be had directly from the Superintendent of Documents, Government Printing Office, Washington, D. C., in quantity or separately, at 15 cents a copy.

24. AIDING INDUSTRY. During the past year several of the leading trade papers have been rendering industry and the Division of Simplified Practice an invaluable assistance in expediting the time when a simplified practice recommendation is made available to the industry after its adoption by the general conference. The exact time that the Division can announce the publication of the recommendation is after the required number of signed acceptances have been received. Recently several of the trade papers have been using reproductions of the acceptance blank in their re-

spective publication with a request to the readers, interested in the particular recommendation under consideration, that they tear the blank out of the magazine, sign it and send it in to the Division of Simplified Practice. This is fine co-operation

25. STANDARDIZED CONTROLS. The Standards Department of the British Society of Motor Manufacturers has issued a leaflet to members of the society on the subject of standardized controls. The recommendations relate to the gear-shift lever, position of clutch, brake and accelerator pedals, hand brake lever and throttle and ignition levers.

26. ENGINE COST. Plans for standardization in another manufacturing field, that of the Diesel engine, are described in a bulletin of the American Society of Mechanical Engineers. The bulletin says that certain small parts, such as piston rings and spray valves, are manufactured by specialty concerns and that standardization would enable these manufacturers to contribute largely to the reduction of engine-making costs. A committee of the oil and gas power division is at work on the subject.

The Society for the Development of Internal Combustion Engines, held a meeting last month in Washington at the Department of Commerce, at which time Ray M. Hudson, Assistant Director in charge of the Commercial Standards Group addressed the meeting on simplification and standardization, and their application in this field.

27. FOREMAN TRAINING. The Indianapolis Branch of the National Metal Trades Association has initiated classes to develop and direct a systematic program of "Foreman Training" through regular foreman conferences in the plants of the Indianapolis members and other interested metal trades shops. This will be a three weeks' course of daily classes held each afternoon for a period of two and a half hours. The purpose is to train foremen as better leaders.

28. SAVINGS IN MATERIAL AND SCRAP. A recent number of the Southern Pacific Bulletin contains an article "Saving Dollars in Material and Scrap", which tells how the Los Angeles district stores take care of huge investments in railroad supplies and turn scrap materials into cash or useful articles. The writer of this article said that "the saving of material and labor is almost as important a function of the store department as is the disbursement of supplies. At the Los Angeles store and reclamation plant a saving of $160,499.12 was effected during the year ending May 31, through the reclamation and recovery of scrap or discarded materials."

29. COORDINATION OF PURCHASING. Coordination of purchasing and engineering was the subject of a paper presented before the Purchasing Agents' Association of Northern California, by Mr. Frank M. Harris, Chief of Bureau of Specifications and Estimates, of the Pacific Gas and Electric Company. He stated that "there is little or no opportunity for the engineer to go astray through over-severe specifications for every day materials and equipment, when such have been made the subject of investigation and specification by the national engineering societies, or the National Government. Frequently sectional differences in practice will, of course, be encountered, the West following standards differing from those in the East. The engineer, if he has given thought to the matter, should have convincing reasons when not adhering to their provisions. There is the further recognized advantage in the use of these national standards, that bidders throughout the country are conversant with their stipulations and interpretations and bid the more intelligently."

30. BULLETIN ON WASTE. The California Manufacturers Association has issued bulletin No. 18, Simplified Practice and Elimination of Waste." It reports to the members of the Association the latest news on revisions of simplified practice recommendations, proposed recommendations, new reccmmendations developed and other activities of the Division of Simplified Practice. In this particular bulletin it discusses the certification plan that has been developed for industry.

31. USE OF RESEARCH. "The Use of Research in Sales Management" is the title of pamphlet No. 5 of a series of reports on applying research to sales, prepared for the New England Council. It is part of a study of better business through research in New England industry. Booklet No. 5 deals with Bettering Distribution; Reorganizing Sales Departments; Sales Supervision; and Improving Dealer Relations.

32. HOME-MAKING CENTER. A home-making center will be opened in the Grand Central Palace in New York City next January by the New York State Federation of Women's Clubs. It is planned to make the center a permanent exhibit and virtually a college of practical training for home life. All products offered for display in the Center will be submitted to a standards committee of specialists in the fields of engineering, chemistry, dietetics and home economics. Mrs. Charles Gregory will be in charge of the Center. Last month she visited the offices of the Bureau of Standards and the Division of Simplified Practice to get first hand information regarding our work in increasing the purchasing power of the consumer's dollar through the elimination of avoidable waste in industry.

33. SAVING SHIPPING LOSS. Every manufacturing plant will profit by the opportunity to cut down waste from excess handling of shipments, says C. B. Crockett, Engineer, Society For Electric Development, Inc., in his article "Saving a $100,000,000 Shipping Loss" which appeared in Manufacturing Industries. He said that the conception of the production line in manufacturing plants is now being extended to include not only processing but also the whole range of operations, from the shipment of raw materials coming into the factory, to the distribution of the finished goods. As a result, standardization and interchangeability of handling equipment between individual plants have become so much of a necessity from the standpoint of economy that manufacturers, shippers and carriers have united through the Division of Simplified Practice to provide national dimensional standards for lift trucks and skid platforms.

34. TRUCK SPECIFICATIONS. Initial steps to form a set of standard specifications for the purchase of trucks by the Federal Government were taken last month by a special sub-committee of the motor truck committee of the National Automobile Chamber of Commerce. The primary purpose of the proposal is to work out with the Federal Specifications Board standard truck specifications which will simplify the submitting of bids by truck manufacturers bidding for the Federal business. It is the expectation of the committee that the standards adopted by the Federal Government will eventually be followed by state, city and municipal purchasers of trucks and for this reason it has been announced that great care is being used in the drafting of the specifications.

35. RUSSIA STANDARDIZES IMPLEMENTS. Certain farm implements have been standardized in Russia, according to a recent discussion of standardization of agricultural machines and implements in Russia, which appeared in The Bulletin of the International Management Institute. After several attempts to open an office for the standardization of agricultural machines and implements had failed, a standardization committee was formed in 1925, under the auspices of the Supreme Economic

Council. So far this committee has devoted attention to the standardization of ploughs drawn by horses or oxen; standardization of horse-drawn and hand-propelled corn-sowing machines; standardization of wind-driven winnowing and sorting machines.

36. BATTERYMEN HOLD MEETING. A uniform cost accounting system, standardization and the future of the battery industry were the outstanding subjects discussed at the annual convention of the National Battery Manufacturers Association last month.

37. COMMERCIAL STANDARDS GROUP. The Commercial Standards Group was created within the Bureau of Standards on September 1, 1927. By this change the work of the Bureau was divided into two main groups, each under an assistant director. The first group includes all of the Bureau's scientific research and testing, the development, construction, custody, and maintenance of reference and working standards, and their intercomparison, improvement, and application in science, engineering, industry, and commerce. The second group, designated as the Commercial Standards Group, includes the supervision, direction, formulation, and coordination of commercial standards, with particular reference to the needs of industry. This embraces the Division of Simplified Practice, and the American Marine Standards Committee; the Building and Housing Division; the Commercial Standards Unit; the Federal Specifications Board; and the Commercial Specifications Division. All inquiries should be addressed to Room 316, Commerce Building.

Division of Simplified Practice.

The Division of Simplified Practice was formed in November, 1921, to provide a clearing house or centralizing agency through which the manufacturer, distributor, and consumer groups could meet to discuss their common problems and decide upon eliminations which would prove of mutual benefit to all concerned. When industry agrees upon the simplification, it is then presented to the entire industry by letter reference for its approval and written acceptance, the publication and endorsement of the recommendation on the part of the Department of Commerce, being dependent upon acceptance of the program by at least 80 per cent, by volume, of the manufacturers, distributors, and users concerned.

INSECTICIDES AND FUNGICIDES - The standing committee of Simplified Practice Recommendation No. 41, Insecticides and Fungicides, has reaffirmed the existing schedule, without change, for another year from the effective date. Based on a factual survey conducted by the standing committee, this recommendation received 82 per cent degree of adherence from the acceptors.

SHEET STEEL - The forthcoming annual convention of the National Hardware Association will again permit an opportunity to review the year's operation of Simplified Practice Recommendation No. 28, Sheet Steel, by the standing committee. Last year this recommendation was reviewed and the survey upon which this action was based indicated an adherence of 85 per cent. Improvement of processes, better quality of materials, more concentrated consumer demand, and other economic factors may necessitate some revision in the existing standards as contained in this recommendation. In order to supply the standing committee with data on the project, a questionnaire has been sent to all acceptors requesting certain information.

BANK CHECKS - In an effort to ascertain to what extent the recommended sizes of bank checks and other commercial instruments are being purchased and used by banks and other consuming interests, the Division has sent to all acceptors a questionnaire asking for certain information which will enable the Division to make an

estimate with regard to the volume of checks that are used that conform to the simplified practice recommendation.

RESURVEYS - During the 3rd quarter of 1928, ending September 1, 1928, there were nine simplified practice recommendations reviewed by their respective standing committees. Of the nine recommendations considered, the action of the standing committees was supported and guided by seven surveys; in only two cases factual data were lacking. In both of these instances the recommendations involved were revised to meet changed conditions. The results of the surveys for seven recommendations warranted no revision of the existing standards and reaffirmations were effected. Satisfactory degrees of adherence were accorded the seven commodities, the average being 82.33 per cent.

LIST OF COMPLETED RECOMMENDATIONS - In addition to the regular monthly list of completed simplified practice recommendations, the Division of Simplified Practice has prepared an alphabetical index of the recommendations, which will be mimeographed and made available without charge to those interested. This list will be audited every six months and brought up to date.

SKID PLATFORM - Acceptances of simplified practice recommendation No. 95, covering clearance dimensions of skid platforms, are being received from all branches of the industry, including a large number of representative users in many commodity fields. With the acceptances have come a great many constructive suggestions in connection with other types of material handling equipment, indicating growing recognition of the possibilities for economies in handling and shipping, through simplification of equipment. The question of establishing standard dimensions for over-all length and width of skid platforms, to coordinate with sizes of freight cars and of motor truck and trailer bodies, is being carefully studied by those interested.

WELDED CHAIN - Manufacturers representing more than 85 per cent of production of welded chain have unanimously agreed upon a simplification program providing for the elimination of several hundred odd sizes from their list of standard numbers. The Division of Simplified Practice has been requested to call a general conference of manufacturers, distributors and users of welded chain, at which the manufacturers' recommendation will be presented for adoption.

BAND SAWS - A number of manufacturers of this commodity are making a survey of trade conditions as to production and demand looking to the elimination of superfluous sizes. The Division of Simplified Practice expects to cooperate with them in developing a simplification project, as soon as their survey has been completed.

PAINT AND VARNISH AGITATOR - Manufacturers of agitators, and of steel barrels and drums, in which they are used, are being circularized at the suggestion of certain users of this equipment, to ascertain the possibilities for reducing the existing diversity in dimensions. A number of the manufacturers of steel barrels and drums are already included as acceptors of simplified practice recommendations 20 and 28, covering these commodities.

SINGLETREE - Manufacturers of this equipment are making a survey of their sales, covering a considerable period, in order to determine a sound basis for eliminating sizes and varieties which they consider unnecessary, owing to obsolescence or small demand. When the survey figures have been tabulated, the simplified practice committee of the industry, will draft a tentative recommendation for presentation to a general conference.

STEEL BATHROOM MEDICINE CABINETS - The manufacturers of these cabinets have evinced a considerable interest in simplification and it is contemplated holding a preliminary conference in the near future, to discuss the possibilities of drawing up a simplified practice recommendation on outside dimensions and wall openings for this equipment.

PIPE BALLS - A preliminary conference of manufacturers of lapwelded pipe and manufacturers of pipe balls used in the production of this pipe was scheduled for early in October to discuss the possibilities of applying simplification to pipe balls.

FORM DIMENSIONS FOR CONCRETE RIBBED FLOOR CONSTRUCTION - There will be a meeting of manufacturers and dealers interested in forms used in concrete ribbed floor construction this month in connection with the semi-annual convention of the Concrete Reinforcing Steel Institute. The purpose of this meeting will be to discuss the revision of the tentative simplified practice recommendation which was proposed at a general conference on March 21 last.

CAN SIZES - The survey which the Division of Simplified Practice was conducting in the canning industry with regard to sizes of cans used today in the packing of fruit, vegetables, and fish, has been completed and will be taken up with the can manufacturers in the very near future, with a view to checking the recommendation with their production before submitting it to the National Canners' Association for action.

PHOTOGRAPHIC PAPER - A final meeting of the simplified practice committee of photographic paper manufacturers was held in New York on September 18th. The purpose of this meeting was to present the proposed simplification schedule on paper sizes to manufacturers of photo frames mounts and paper-making machines so they could consider its adequacy to meet their requirements. The meeting approved the committee's recommendations, and a general conference of all interests to consider this proposal will be held in New York City on October 23rd at the Hotel Biltmore.

SHIPPING TAGS - On September 23rd, a meeting of the simplified practice committee of tag manufacturers was held at the Hotel Roosevelt, New York City. At this meeting, the committee completed its final draft of the recommendation for paper shipping tags. The program will be used as the basis for discussion at a meeting of all tag manufacturers which will be held in Washington, D. C., on October 25th, at which time the final draft of the schedule will be completed in preparation for organizing a general conference of all interests to develop the final recommendation.

GUMMED TAPE - The industry has requested the services of the Division of Simplified Practice in the development of suitable standards for gummed tape. The preliminary steps were taken in Detroit on September 12, when a committee of manufacturers of gummed tape and paper used for this purpose, was organized to prepare suitable specifications which will be placed before the industry for consideration.

GLASS CONTAINERS FOR PRESERVES, JELLIES AND APPLE BUTTER - A general conference of manufacturers, distributors and users of glass containers used in packing preserves, jellies and apple butter was held in Cleveland, Ohio, on September 18th, in conjunction with the mid-year convention of the National Preservers Association. A simplified practice recommendation was unanimously adopted reducing the number of sizes (net contents) for preserve jars from 36 to 8, jelly glasses 24 to 7, and apple butter jars 6 to 4. January 1, 1929, was set as the effective date for

production under the new schedule and it was further agreed that the industry should have a transitional period, effective until January 1, 1930, during which time the eliminated sizes and varieties may be moved into consumption without embarrassing any element in the industry. A standing committee was authorized to consist of three members from the National Preservers Association, three members from the Glass Containers Association and three members to represent the grocers. It is the belief of a large number of producers of preserves and jellies as well as the manufacturers of glass containers, that this simplification program will result in economies to the whole industry.

GLASS CONTAINERS FOR DRUG AND PHARMACEUTICAL INDUSTRY - At a preliminary conference of representatives of the drug and pharmaceutical industry and the Glass Container Association, held at the Department of Commerce on August 10, the appointment of a simplified practice committee was authorized to make a survey and from the results obtained work out a simplified practice recommendation for capacities, sizes, etc., for the various types of glass containers used in the drug and pharmaceutical industries. The committee which is in process of organization, is to consist of one representative from each of the 15 national associations concerned.

BEVERAGE BOTTLES - At the preliminary conference of representatives of the American Bottlers of Carbonated Beverages and the Glass Container Association, held at the Department of Commerce on August 11, the appointment of a simplified practice committee was authorized to make a survey of production and demand on the various varieties and types of bottles used, and from the results obtained, work out a tentative simplified practice recommendation for sizes, heights, capacities, etc. It is expected that the organization of the committee will be completed in a few days.

RESTAURANT EQUIPMENT AND SUPPLIES - A representative of the Division of Simplified Practice addressed the members of the National Restaurant Convention, at Atlantic City on October 2nd, on the subject "The Modern Era of Business Codes and Standardization". The restaurant business is evolving very rapidly into a large and profitable business and considerable attention is being given to the simplification and standardization of restaurant equipment and supplies.

GLASS CONTAINERS - A representative of the Division of Simplified Practice attended a meeting of the standardization committee of the Glass Container Association which was held in Montreal on September 25, in conjunction with the convention of the Glass Container Association of America. In connection with the movement to simplify sizes, capacities, etc. of glass containers used in packing food products, the committee maintains a close contact with the users and with the Division of Simplified Practice.

The American Marine Standards Committee

The American Marine Standards Committee, which functions as a unit of the Division of Simplified Practice, was formed in 1923 for the purpose of promoting simplification of practice in shipbuilding, ship operation, and allied industries. While independent functions of the organization are confined to the marine field, its activities comprise cooperation with other interests wherever such would encourage or bring about simplification of practice in any product or activity common to land and marine purposes.

In its plan of organization the underlying authority of the American Marine Standards Committee is vested in a membership enrolled from the marine and allied industries. An executive board elected annually from, and by, the membership, appoints and controls the administrative officers and technical committees, directs the general policies, and defines the technical working program. Its secretary, who is in effect the executive officer, has his headquarters in the Division of Simplified Practice.

The Secretary visited the Pacific Coast during the summer and found much interest in the work of the committee. As a result of the visit, increase in the membership and cooperation on the West Coast may be expected.

Printer's proofs of publications A.M.S.C., Nos. 35 to 49, inclusive, have been checked. They comprise most of the standards approved by the executive board in May for promulgation as previously reported. The printed papers are expected for distribution in the near future.

PROPOSED STANDARD SPECIFICATIONS FOR WIRE ROPES - Invitations were issued to numerous interests to submit data regarding prevailing kinds and sizes of wire ropes used in marine services and suggestions for proposed standard specifications. Data and suggestions received are to be digested as a basis for the tentative draft.

PROPOSED STANDARD PRACTICE IN HULL CONSTRUCTION - Numerous interests were invited to submit data regarding practice in several details of hull construction and suggestions for proposed standard minimum requirements. Data and suggestions received are being considered.

STANDARDS FOR PORT FACILITIES - Preliminary negotiation has taken place between representatives of port authorities and the secretary, with a view to organizing a Technical Committee on "Port Facilities" and setting up a program for development of port standards. This is one of the divisions of the technical field of the American Marine Standards Committee that has not so far been made active.

Building and Housing Division.

The Division of Building and Housing cooperates with business, technical, and professional groups in practically all its undertakings on building and housing. Its work to modernize building codes and to encourage improved standards for the quality of building construction promotes the practical application of the latest development in design and use of building materials. This Division was also formed in 1921.

In furthering home ownership, an effort is made to develop an enlarged, steadier, more intelligent, and more discriminating demand for soundly built dwellings, the largest single class of buildings which the construction industry provides. The Division also cooperates with many business and professional groups in efforts to distribute building activities more evenly throughout the year, and to secure less fluctuation from year to year.

The work on city planning and zoning is directed toward the broad objectives of making buildings more useful by proper location with respect to other buildings, toward a well coordinated street system and appropriate public works. Good city planning and zoning encourages stability in land values and property uses, and thereby contributes to the demand for durable structures.

Commercial Standards Unit

It is the purpose of the Commercial Standards Unit, which was created in September 1927, to aid those industrial and commercial groups desiring to establish standards of grade and quality for their products or their purchases, or to secure relief in instances where the current variety in grades, qualities, and specifications is a burden on the producer, and a handicap to the purchaser.

The Commercial Standards Unit will not write specifications but will cooperate on request with any industry in finding among existing standards and specifications those which will satisfactorily meet the commercial needs of that industry. In the event such a standard is not to be found, the Commercial Standards Unit will assist the industry to develop its own commercial standard.

A "commercial standard" has been defined as a standard for a commodity which industry wants, that is, one which the manufacturers want to produce, which the distributors want to stock, and which the consumers want to buy.

The Commercial Standards Unit functions only at the direct request of the industry concerned. Its procedure follows that of the Division of Simplified Practice, except that 65 per cent of the industry, by volume of annual production, must accept the commercial standard in writing before it is published by the Department of Commerce. Provision is made for regular revision of the standard, through the appointment of a standing committee to consider periodically any necessity for revision of the standard, in order that it may be kept constantly compatible with progress in the art. Where revision is desired of a commercial standard based on a standard issued by any of the recognized standards-making bodies, the matter will be taken up by the commercial standards unit with the sponsor or other body having a proprietory interest in the standard.

STANDARD WEIGHT MALLEABLE IRON UNIONS - A general conference held at the Department of Commerce on September 24th, adopted a recommended commercial standard for standard weight malleable iron or steel screwed unions, which is expected to form a recognized basis for daily trade in this commodity. The commercial standard sets up over-all dimensions, limitations for size of brass seats, air pressure test under oil or water and ultimate tensile tests for each size. Final establishment of this commercial standard will result in a material improvement in malleable iron or steel unions and will serve to eliminate inferior quality in this commodity. The commercial standard covers sizes from 1/8 inch to 2 inch, inclusive, but does not cover extra heavy unions. Mimeographed copies are available upon request.

BRASS PIPE NIPPLES - A preliminary conference with manufacturers held on September 19, in New York City, voted to approve a proposed commercial standard for brass pipe nipples covering quality of material from which such nipples are made, the sizes considered as standard, standard quantities and assortments packed and requiring the threads to be in accordance with American Standard B-2-1919. This proposed commercial standard will be submitted to all interested producers, distributors and consumers for comment and criticism so as to make it acceptable to all interests.

STODDARD SOLVENT - The Department of Commerce has received more than sufficient written acceptances to warrant official recognition of this commercial standard and has notified acceptors of the success of the project. This commercial standard therefore becomes effective immediately. The pamphlet will be printed and issued in due course.

ENAMELED SANITARY WARE - A meeting of the Advisory Committee on Enameled Sanitary Ware, held at the Bureau of Standards, September 21, voted unanimously to set up nomenclature, definitions, and grading rules for enameled sanitary plumbing fixtures. Samples of the ware will be assembled at the Standard Sanitary Manufacturing Company's warehouse in Pittsburgh for examination by representatives of the Bureau of Standards, who will prepare tentative grading rules for future consideration. The manufacturers also voted to make a survey of all varieties and sizes now produced with a view toward simplification and standardization of roughing-in and other important dimensions. It is expected that this work will eventuall result in the establishment of a commercial standard for the commodity.

"Standards and Standardization" is the title of a new book by N. F. Harriman, Vice-Chairman, Federal Specifications Board, Bureau of the Budget. Mr. Samuel M. Vauclain, President of the Baldwin Locomotive Works, says of it in the Introduction:

"It is peculiar that, in spite of its major importance, the subject seems to have been overlooked in literature. We have no considerable writings on standardization; merely the recorded recommendations of technical associations and some slender effort on the unification of business forms. So far as I am at present advised, no previous attempt has been made to discuss the subject in its broader modern sense and Mr. Harriman's treatise is thus a notable endeavor to bring standardization nearer to its proper place as an exact science. Mr. Harriman's book is of most practical value. His present connection with the National Bureau of Standards and his long experience as a testing engineer fit him eminently for the task he has undertaken. And so, in introducing 'Standards and Standardization', I recommend to the careful attention of its readers, a thoroughly practical and understandable treatise on a subject increasingly important in modern industry."

Rear Admiral H. H. Rousseau, Bureau of Yards and Docks, Navy Department, and recently appointed Chief Coordinator of Bureau of the Budget, makes the following statement in a review of the book: "Mr. Harriman's handling of the subject 'Standards and Standardization', is especially interesting as well as practical and the lessons to be learned from this pioneer book cannot fail to be of value and benefit to the engineer, the manufacturer, and the executive as well as those who are more intimately connected with writing specifications for purchases. His book contains the best discussion of specifications that has appeared."

Federal Specifications Board.

The Federal Specifications Board was organized under authority of the Bureau of the Budget on October 10, 1921, for the purpose of coordination and economy in the procurement of materials and services used by the Government, under specifications prepared by the various branches thereof, to avoid duplication of effort, and for the better utilization of resources and industries.

The duties of the Board are to compile or adopt and promulgate, standard specifications for materials and services and to bring the Government specifications into harmony with the best commercial practice wherever conditions permit, bearing in mind the desirability of broadening the field of supply. Each department and establishment purchasing materials and supplies in accordance with specifications designates a representative to serve as a member of the Board.

A total of 547 United States Government Master Specifications have been adopted and promulgated so far.

The Commercial Specifications Division.

The Commercial Specifications Division was organized to promote and facilitate the use and unification of specifications. In doing so it carries on activities involving cooperation with technical societies; trade associations; Federal, State and Municipal Government specifications making and using agencies; producers, distributors and consumers; and testing and research laboratories. The cooperation with technical societies and trade associations includes ascertaining the standardization and specification promoting activities of these organizations and bringing to their attention the work being done by the Commercial Standards Group.

It also includes the offering of such assistance as it can render in bringing about a change from the prevalent hit-or-miss method of specifying, manufacturing, and testing, to a logical method of formulating specifications, manufacturing in conformity therewith, and testing to insure or guarantee compliance therewith. The cooperation with producers involves the compilation of complete lists of manufacturers of commodities covered by U. S. Government Master specifications, or those conforming to commercial standards, and distributing to buyers lists of such of these manufacturers as are desirous of supplying material in conformity with these specifications and standards.

During September the first rough draft of the manuscript "Standards and Specifications for Nonmetallic Minerals and Manufactures Thereof" was completed.

In carrying forward the plans for issuing a treatise on specifications, a complete survey is now being made of the titles and scopes of all current nationally-recognized commodity specifications.

In increasing the number of specifications covered by the certification plan from 146 to 251, check lists have been sent out to 1800 paint manufacturers, 2088 textile manufacturers, 381 packing manufacturers, and 2365 manufacturers of miscellaneous materials; such as cement, steel and iron pipe, inks, lime, etc. Copies of specifications and willing-to-certify blanks are now being sent to the manufacturers of commodities covered by the following U. S. Government Master Specifications; Packings and Gaskets; Paint and Paint Materials; Textiles; and Miscellaneous Materials.

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